

**Printed : 8/3/2016 11:33 AM EST**

**Real Estate Education Committee  
8/4/2016 9:30:00 AM**

861 Silver Lake Blvd., Cannon Building  
Second Floor Conference Room A  
Dover, DE 19904

Posted:07/28/2016 UM

Posted:08/03/2016 UM



CANNON BUILDING  
861 SILVER LAKE BLVD.,  
SUITE 203  
DOVER, DELAWARE 19904-  
2467

**STATE OF DELAWARE**

**REAL ESTATE COMMISSION  
REAL ESTATE EDUCATION  
COMMITTEE**

TELEPHONE: (302) 744-4500

FAX: (302) 739-2711

WEBSITE: [DPR.DE.LAW.GOV](http://DPR.DE.LAW.GOV)

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[CUSTOMERSERVICE.DPR@STATE.DE.US](mailto:CUSTOMERSERVICE.DPR@STATE.DE.US)

**Amended Agenda**

(Amended items are noted with an asterisk)

**I. Call to Order**

**II. Review and Approval of Minutes -July 7, 2016**

**III. Unfinished Business**

**IV. New Business**

- A. Update from Commission
- B. Review of Course Provider Applications
  - 1. The CE Shop, Inc.
    - a. Course Title: Title and Escrow: Two Families, One Transaction
      - Module(s): 7
      - Credit Hours: 3.0
    - b. Course Title: Selling To Your Sphere of Influence
      - Module(s): 7
      - Credit Hours: 3.0

- c. Course Title: Keeping It Honest: Understanding Real Estate and Mortgage Fraud

Module(s): 7

Credit Hours: 3.0

- d. Course Title: From Contract to Keys: The Mortgage Process

Module(s): 7

Credit Hours: 6.0

- e. Course Title: Foundations of Real Estate Finance

Module(s): 7

Credit Hours: 6.0

- f. Course Title: Diversity: Your Kaleidoscope of Clients

Module(s): 7

Credit Hours: 3.0

- g. Course Title: Did You Serve? Identifying Homebuying Advantages for Veterans

Module(s): 7

Credit Hours: 3.0

- h. Course Title: Code of Ethics: Good For Your Clients and Your Business

Modules(s): 2

Credit Hours: 3.0

- i. Course Title: Basics of Real Estate Taxation

Module(s): 7

Credit Hours: 6.0

## 2. The Frederick Academy of Real Estate

- a. Course Title: Legislative Issues

Module: 5

Credit Hours: 3.0

3. Jack Lingo, Inc., REALTOR

- a. Course Title: Quirks in Real Estate- Practical Resolutions to Problems

Module(s): 6

Credit Hours: 3.0

- b. Course Title: Disclosures

Module(s): 5

Credit Hours: 3.0

- c. Course Title: Ethics

Module(s): 2

Credit Hours: 3.0

- d. Course Title: Real Estate "Jeopardy"- Office Management and Legislative Issues

Module(s): 7

Credit Hours: 3.0

- e. Course Title: Agency and Fair Housing\*

Module(s): 1

Credit Hours: 3.0

4. New Castle County Board of REALTORS

- a. Course Title: Everything You Always Wanted to Know about Ethics

Module(s): 1- New Licensee

Credit Hours: 3.0

- b.

Course Title: Everything You Always Wanted to Know  
about Ethics

Module(s): 2

Credit Hours: 3.0

### C. Review of Instructor Applications

#### 1. Alisha Cooper

Pre-Licensing Course: Real Estate Sales, Real Estate Mathematics

Broker's Course: Financing, Mathematics

#### 2. Roberta L Jones

Continuing Education: Modules 7- Contracts, Financing,  
Negotiating, Short Sales, REO's, Government Loans, Foreclosures,  
Credit Enhancement, R/E Related Topics

Pre-Licensing Course: Real Estate Mathematics

Broker's Course: Finanacing, Real Estate Investment, Mathematics

#### 3. Michael K McAllister

New Licensee: Module 1-4

Continuing Education: Modules 1-7

#### 4. Robert L Weir

New Licensee: Module 1

Continuing Education: Module 2

#### 5. Henry C Wooding

New Licensee: 1-4

Continuing Education: Module 1-7: Short Sales, Running Your RE  
Business, PSA (REBAC Course)

#### 6. William Horan\*

Contuing Education: Module 7: Section 1031 Like-Kind Exchanges

### **V. Correspondence**

### **VI. Other Business before the Committee (For Discussion Only)**

### **VII. Public Comment**

## **VIII. Next Meeting - September 1, 2016**

## **IX. Adjournment**

**Please Take Note:** To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

**MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500  OR EMAIL [customerservice.dpr@state.de.us](mailto:customerservice.dpr@state.de.us) IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.**